



DIVISION FOR
BAR SERVICES

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Sources of Non-dues Revenue for Bar Associations Updated 2015

State Bars

1. Practice Resources
 - Docs (IowaDocs, IndianaDocs)
 - Office-space, deposition space rental (some bars charge while some include as a benefit)
 - Video conferencing
 - Printing (stationery, business cards)
 - Web site development services
 - Court reporting services
 - Bookkeeping and collection services
 - Law Practice Management consulting
 - Insurance
 - Publication Sales
 - Office staff placement
2. Business/Career Development
 - Job Boards, Career Services (some are making money, some aren't there yet)
 - Directories (printed; online premier listings)
3. Education/Certification
 - CLE
 - Education (technology training, skills development, non-CLE credit)
 - Practice Manuals
 - Bench-Bar Conferences
 - Solo-Small Firm Conferences
 - Solo Bootcamps
 - Mediation Certification
 - Office staff training
4. Business Relationships
 - Sponsorship
 - Advertising (journals, websites, directories, newsletters)
 - Exclusive banking sponsorship income
 - Endorsement/Royalty (insurance, office supplies and equipment, computer backup, storage)
 - List sales
 - Tradeshows
5. Community Service
 - Government Contracts (criminal conflicts, senior citizens legal services)
 - Fee Arbitration
6. Other
 - Social events
 - Room/Space rental for special events
 - Building as gallery space (art for sale)
 - Bonds
 - Bar Merchandise

Non-dues Revenue Sources, continued

Local Bars

1. Practice Resources
 - Office-space, deposition space rental, Mediation Center (some bars charge while some include as a benefit)
 - Video conferencing
 - Printing (stationery, business cards)
 - Web site development services
 - Copy machines in court house
 - Court reporting services
 - Courthouse ID sales
 - Bookkeeping and collection services
 - Law Practice Management consulting
 - Insurance
 - Publication Sales
 - Office staff placement
2. Business/Career Development
 - Lawyer Referral Service
 - Find a Lawyer (e.g., online referral like Columbus Lawyer Finder)
 - Job Boards, Career Services (some are making money, some aren't there yet)
 - Directories (printed; online premier listings)
3. Education/Certification
 - CLE
 - Education (technology training, skills development, non-CLE credit)
 - Bench-Bar Conferences
 - Solo-Small Firm Conferences
 - Solo Bootcamps
 - Mediation Certification
 - Office staff training
 - Bar Review
4. Business Relationships
 - Sponsorship
 - Advertising (journals, websites, directories, newsletters)
 - Exclusive banking sponsorship income
 - Endorsement/Royalty (insurance, office supplies and equipment, computer backup, storage)
 - List sales
 - Tradeshows
5. Community Service
 - Government Contracts (criminal conflicts, senior citizens legal services)
 - Fee Arbitration
6. Other
 - Social events
 - Room/Space rental for special events
 - Building as gallery space (art for sale)
 - Notary (Ohio)
 - Bonds
 - Driver's Education Program
 - Bar Merchandise